



Reliable Automatic Sprinkler Co., Inc.
Manufacturer & Global Distributor of
Fire Protection Products

November 16, 2018

Dear Valued Customer,

Due to dramatic increases in raw material, freight and tariff related costs, Reliable must implement an increase of our list prices. These increases will impact our Sprinklers, Valves, Replacement Parts and Special Hazards/Special Systems. Increases will average 6-8%.

Orders must be placed prior to the close of business on Friday, February 1, 2019 and shipped no later than the close of business on Friday, March 1, 2019 in order to receive current pricing. All orders placed at current pricing will be accepted subject to product availability.

Pricing can be accessed through Reliable's online purchasing program called Reliable eStore for those customers that are utilizing this purchasing program. We will also make the new list pricing available in advance on our website, www.reliablesprinkler.com

We thank you for your understanding and continued support of Reliable Automatic Sprinkler Company. We will continue to provide you with superior quality, technology and service while striving for cost efficiencies, especially during these challenging economic times.

Sincerely,

John M. McNamara

John M. McNamara
Vice President, Corporate Sales